



CANNON BUILDING
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STATE OF DELAWARE
REAL ESTATE COMMISSION

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PUBLIC MEETING NOTICE:	REAL ESTATE EDUCATION COMMITTEE
MEETING DATE AND TIME:	Thursday, December 3, 2015 at 9:30 a.m.
PLACE:	Division of Professional Regulation 861 Silver Lake Boulevard, Cannon Building Second Floor Conference Room A Dover, Delaware
MINUTES APPROVED:	01/07/2016

MEMBERS PRESENT

Tim Riale, Sussex County, Professional Member, Chairperson, Presiding
Tom Burns, Kent County, Professional Member, Vice Chairperson
Barbara Brodoway, New Castle County, Public Member
Donna Klimowicz, New Castle County, Professional Member
Debbie Oberdorf, Kent County, Professional Member
Casey Price, Sussex County, Professional Member
Michael Rushe, Kent County, Public Member
Elaine Woerner, New Castle County, Professional Member

MEMBERS ABSENT

Denise Tatman, Sussex County, Public Member

DIVISION STAFF

Eileen Kelly, Deputy Attorney General
Jessica Williams, Administrative Specialist II

ALSO PRESENT

Sal Sedita, Delaware School of Real Estate

CALL TO ORDER

Mr. Riale called the meeting to order at 9:34 a.m.

OTHER BUSINESS BEFORE THE COMMITTEE (for discussion only)

Ms. Williams advised the Committee that in 2016, all Boards and Commissions will be paperless. The Division of Professional Regulation will be utilizing software and iPads, which will be used to access agendas electronically. Further instructions will be sent out via email, prior to the Committee becoming paperless.

Ms. Williams advised Committee members of their attendance for 2015.

Review Final Draft of Proposed Guidelines Addressing Online Pre-Licensing Courses

The Committee reviewed the draft Education Guidelines that Ms. Kelly prepared, which specifically addresses distance learning continuing education and pre-licensing courses. The Committee revised the draft Education Guidelines pertaining to distance learning. Ms. Kelly will update the draft to reflect the revisions for the Committee to review during the January 7, 2016 meeting.

CORRESPONDENCE

Review Correspondence Regarding Concerns with Pre-Licensing Course Provider

The Committee reviewed correspondence from a broker voicing concerns with an approved pre-licensing course provider. The correspondence specifically alleged that the Central Delaware Real Estate Academy was violating the Education Guidelines regarding recruiting efforts, allowing students to take home and complete examinations, and that students are not in class for the full 99 hours (as classes are dismissed early or snow days were not made up). Ms. Kelly advised the Committee that if the complaint were not pertaining to education, it would go through the normal investigative process. Rule 2.0 of the Education Guidelines grants the Commission authority to address such complaints. Ms. Williams advised the Committee that the student evaluations, have not risen to the level to be considered a negative course evaluation.

The Committee discussed the complaints alleged in the correspondence in depth. Mr. Sedita advised the Committee that he explains the Education Guidelines, particularly the guidelines addressing recruitment during the orientation portion of the salesperson pre-licensing course. He suggested that the Committee create a video, which outlines important regulations for students to be aware of, and disseminate the video to course providers, requiring them to show the video at the beginning of a pre-licensing course.

The Committee also considered updated the student evaluation reporting forms to include questions pertaining to recruitment. The Committee is recommending that correspondence be sent to the Central Delaware Real Estate Academy addressing the allegations. The correspondence would include verbiage advising the course provider that if the allegations pertaining to the violations of the Education Guidelines are true, they are to cease and desist, failure to do so will result in the course provider approval to be revoked.

REVIEW OF MINUTES

Ms. Price moved, seconded by Ms. Brodoway, to approve the November 5, 2015 minutes as written. Motion carried with Ms. Woerner abstaining.

UNFINISHED BUSINESS

Discussion Regarding Potential Revisions to Broker's Course Outline

This item was tabled until the January 7, 2016 meeting.

Review Previously Tabled Instructor Application for Claire McLaughlin

Ms. Brodoway moved, seconded by Ms. Price, to recommend approval of the following instructor application as noted below. Motion unanimously carried.

Claire McLaughlin **Not Approved to Teach Continuing Education Modules 1 – 6 as Requested**
Continuing Education: Module 7 – Contract to Settlement; Common Contract Addenda

NEW BUSINESS

Update from the Commission

The Committee was advised that the Commission accepted all of the recommendations regarding course provider applications, instructor applications, and student CE requests. Additionally, if the Committee wanted to begin work on drafting a proposal to change the broker's pre-licensing course, the Commission would not be opposed at this time.

OTHER BUSINESS BEFORE THE COMMITTEE (for discussion only)

Mr. Riale reminded the Committee members that elections for the Chairperson and Vice Chairperson will be held during the January meeting. If an individual is interested in either position, he requested that they make it known to the Committee. Mr. Burns advised the Committee that he is interested in the Chairperson position. Ms. Price advised the Committee that she would be interested in the Vice Chair position.

NEW BUSINESS

Review of Course Provider Applications

Mr. Burns moved, seconded by Ms. Price, to recommend approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Course Provider: Long & Foster Institute of Real Estate

Course Title: Real Estate Tax Considerations **Approved**

Credit Hours: 3.0

Module: 6

Course Provider: McKissock, LLC

Course Title: Demystifying Appraisals **Approved**

Credit Hours: 3.0

Module: 7

Course Provider: The CE Shop, Inc.

Course Title: Delaware Agency & Fair Housing **Approved**

Credit Hours: 3.0

Module: 1

Course Provider: Ward & Taylor, LLC

Course Title: Be a Hero to Your Client **Approved**

Credit Hours: 3.0

Module: 3 or 6

Course Title: 50 Shades of Contracts: An Advanced Look at the Agreement of Sale **Approved**

Credit Hours: 3.0

Module: 3

Review of Instructor Applications

Mr. Burns moved, seconded by Ms. Price, to recommend approval, denial, or tabling, of the following items as noted below. Motion unanimously carried

Kenneth Feaster **Approved**

Continuing Education: Modules 1; 3; 5; 6; & 7 – How to Have a Smooth Settlement

Pre-Licensing Course: Orientation; Real Estate Law

Broker's Course: Real Estate Documents; Legal & Governmental Aspects of Real Estate

Andrea Selvaggio **Approved for Module 7 Only; Not Approved for Pre-Licensing Orientation as Requested**

Continuing Education: Module 7 – Psychology of People when Buying and Selling Real Estate

Edward Tarlov **Approved**

Continuing Education: Modules 1; 3; 5; 6 & 7 – How to Have a Smooth Settlement; Laws, Statutes & Contracts; Real Estate Tax Implications

Pre-Licensing Course: Real Estate Law

Broker's Course: Real Estate Documents; Financing; Ethics; Legal & Governmental Aspects of Real Estate; Real Estate Investment

Audrey Brodie **Approved for Module 7 Only – Not Approved for New Licensee Modules 1, 3 & 4 or Pre-Licensing Orientation & Real Estate Sales as Requested**

Continuing Education: New Licensee Modules 1; 3 & 4; Continuing Education Module 7 – How to Satisfy Difficult Customers; Property Management; Listening & Communication Skills; Maintaining a Positive Attitude

Review of Student Request for Approval of Continuing Education

Mr. Burns moved, seconded by Ms. Price, to recommend approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Student Name: Donald Catulano **Approved for Module 7 Only**

Course Title: 2015 SIOR Fall World Conference

Course Provider: SIOR

Credit Hours: 6.0

OTHER BUSINESS BEFORE THE COMMITTEE (for discussion only)

There was no other business before the Committee.

PUBLIC COMMENT

There was no public comment.

NEXT SCHEDULED MEETING

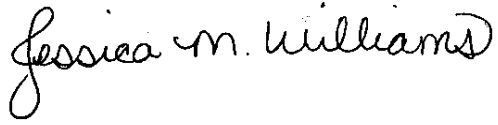
The next meeting will be held on Thursday, January 7, 2016 at 9:30 a.m. in Conference Room A, second floor of the Cannon Building, 861 Silver Lake Boulevard, Dover, Delaware.

ADJOURNMENT

There being no further business, Ms. Price moved, seconded by Ms. Brodoway, to adjourn the meeting. Motion unanimously carried. The meeting adjourned at 11:43 a.m.

Respectfully submitted,

Delaware Real Estate Education Committee
December 3, 2015
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A handwritten signature in black ink that reads "Jessica M. Williams". The signature is written in a cursive style with a large, stylized 'J' and 'W'.

Jessica M. Williams
Administrative Specialist II